

The New Mexico Small Business Development Center Network and the Committee organizations invite you to attend this Training Conference being held at the Hotel Albuquerque @ Old Town, 800 Rio Grande NW, Albuquerque, NM on Thursday, December 8, 2005. ATTENDANCE FEE: \$35.00 (Includes Lunch) – FULL DAY CONFERENCE

REGISTRATION FORM

No Refunds after December 2, 2005

(No Shows will be invoiced.)

Registration Deadline: Dec. 2nd @ 2:00 pm

Registration Fee: \$ 35.00 per person/includes lunch

Make Checks Payable To:

Santa Fe Community College/NMSBDC

Mail or Fax Registration Form & Payment

Attn: Flo Dow, Programs Administrator

NM Small Business Dev. Center Network

6401 Richards Avenue

Santa Fe, NM 87508

1-800/281-7232 / 505/428-1362

Fax 505/428-1469 E-mail: fdow@sfcnm.edu

Company: _____

Attendee(s): _____

Address: _____

City/State/Zip: _____

Tel. #: _____ **Fax #:** _____

Registration Fee: \$35 per person

\$35.00 X _____ Attendees = \$ _____

VEGETARIAN MEAL: ☐

Credit Card: MC ☐ Visa ☐

American Express ☐

Credit Card (CC)# _____

Expiration Date _____

Name on CC _____

* Names of Additional Attendees:

1. _____

2. _____

3. _____

4. _____

5. _____



Federal Dollars & Sense For Small & Women-Owned Businesses Training Conference

Thursday, December 8, 2005

7:00 a.m. – 4:00 p.m.

@

The Hotel Albuquerque
@ Old Town
(Formerly Sheraton Old Town)
800 Rio Grande NW
Albuquerque, New Mexico



WHO -WHAT - WHERE – WHEN

FEDERAL DOLLARS & SENSE FOR SMALL & WOMEN-OWNED BUSINESSES CONFERENCE

@

The Hotel Albuquerque

@ Old Town

(Formerly Sheraton Old Town)

800 Rio Grande Blvd.

Albuquerque, NM

The NM SBDC Network and the Committee Organizations invite you to attend this procurement training conference being held at The Hotel Albuquerque @ Old Town, 800 Rio Grande NW, Albuquerque, New Mexico on **Thursday, December 8, 2005, 7:00 AM to 4:00 PM.**

WHO SHOULD ATTEND AND WHY

Small Business Owners interested in procurement opportunities and processes should attend.

WHAT THIS MEANS TO YOU

- Learn How & What The Government & Corporate Entities Buy
- Learn Marketing Techniques
- Learn About the SBA Certifications (8(a)/HubZone/SDB/CCR)
- Understanding A Request for Proposal
- Learn About Available Resources
- Networking Opportunities

***Come Learn from Experienced
Individuals in the Field!!***

~AGENDA~

THURSDAY, DECEMBER 8, 2005

| | |
|------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 7:00 am | Registration |
| 8:00 am | Opening Remarks Anthony J. McMahon, NM SBA District Director |
| | The Honorable Diane D. Denish Lt. Governor, State of NM |
| 8:20 am | Conversational CPR: The Power of Language Terri Giron-Gordon, President Mella Skow, HR Manager, GenQuest, Inc. |
| 9:20 am | Marketing – “IMAGE” How To Be Pleasantly Aggressive Leslie Hoffman, Communications Mgr. ACCION NM |
| 10:20 am | ~Break~ |
| 10:30 am | Understanding a RFP <i>(Request for Proposal)</i> Sherry Freeman, Director Small Business/AFOTEC |
| 12:00 noon | ~Lunch~ |
| 1:00 pm | Overview Presentations By Major Facilities Kirtland Air Force Base Los Alamos National Laboratory Sandia National Laboratories National Nuclear Security Admin. |
| 2:45 pm | ~Break~ |
| 2:55 pm | Teaming Opportunities Anna Muller, President NEDA Business Consultants, Inc. |
| 3:10 pm | SBA Certifications Geri Garcia, NM SBA ADD 8(a)/BD |
| 3:40 pm | Closing Remarks Anthony J. McMahon, NM SBA District Director |

VISIT BOOTH EXHIBITS OF RESOURCE PARTNERS & PARTICIPATING ENTITIES

COMMITTEE

ACCION New Mexico
Air Force Operational Test & Eval. Ctr/AFOTEC
Air Force Research Laboratory/AFRL
Albuquerque Hispano Chamber of Commerce
American Indian Chamber of Commerce of NM
Albuquerque – Santa Fe Federal Executive Board
Association of Commerce & Industry
Enchantment Land Certified Development Co.
General Services Administration
Greater Albuquerque Chamber of Commerce
Los Alamos National Laboratory (LANL)
National Association of Women Business Owners
National Nuclear Security Administration
NEDA Business Consultants, Inc.
NM 8(a) & Minority Business Association
NM Community Development Loan Fund
NM Department of Veteran Services
NM Native Business Development Center
NM Procurement Assistance Program
NM Small Business Development Center Network
Rio Rancho Chamber of Commerce
Sandia National Laboratories
SCORE/Counselors to America's Small Business
U. S. Army Corps of Engineers
U.S. Dept. of Agriculture/Rural Development
U. S. Dept. of Commerce/MBDA
Women's Economic Self Sufficiency Team
(WESST Corp)

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